

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

US Department of Commerce
US & FCS- Baltimore USEAC

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"Your Gateway to the World"

<http://www.buyusa.gov/baltimore>



May 2006 NEWSLETTER

Edited by Bryan Larson

Export Maryland Workshop: *Focus on Rural Companies* June 1, 2006 Salisbury, Maryland



Grow Your Sales by Reaching New Customers Worldwide
Find out how small- and medium-sized companies in rural Maryland are entering new markets faster and more profitably than ever. Full agenda and speaker bios available at <http://www.buyusa.gov/baltimore/exportmd.html>

Learn how to . . .

- Evaluate your export potential
- Identify and prioritize foreign markets
- Develop sound market entry strategies
- Build distribution networks
- Navigate export documentation and logistics issues
- Understand export controls
- Make financing options work for you
- Leverage Federal, State, and Local Government export services, grants, and loan guarantees
- Take advantage of opportunities for agricultural and processed food exports



Organized by the U.S. Export Assistance Center in Baltimore and the Maryland Small Business Development Center, Eastern Region.



Marketing Partners include BB and T Bank, UTi United States, the Salisbury Area Chamber of Commerce, the Maryland Department of Business and Economic Development, and the Maryland Department of Agriculture.

To register, contact Jennifer Layton at the Maryland Small Business Development Center in Salisbury at e-mail: JWLAYTON@salisbury.edu or Phone: 410-543-6516. May pay with check or credit card. Cost is \$40 per person.

Middle East & Africa Business Development Conference

Date: June 6, 2006

Time: 8:00am to 5:00pm

Location: Park Hyatt at the Bellevue
200 S. Broad Street Suite 700 (DiBona Room)
Philadelphia, PA 19102

Cost: \$150 per person

Contact: Janice Barlow 215-597-6126 or Stephanie Bernard 215-597-6115. Register online at

<http://www.buyusa.gov/philadelphia/scoconference.html>

The MidAtlantic's premier network event to expand your Middle East & Africa knowledge, contacts, and profits. Special Guest: Dr. Naser Al Belooshi, Ambassador of Bahrain to the United States. Lunch and Keynote Address by Frank Lavin, former U.S. Ambassador to Singapore and current Under Secretary of Commerce for International Trade.

Join the Philadelphia USEAC along with our Senior Commercial Officers from American embassies, consulates and institutes in Middle East & Africa for a full day event in Philadelphia.

The conference will include regional sessions where Senior Commercial Officers (SCOs) will provide overviews of trade opportunities, major changes anticipated in the next few years in a country's business environment.

A limited number of conference participants will have the opportunity to present their company to a private panel of U.S. Senior Commercial Officers for immediate feedback on their product/service's market potential & opportunities.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

Growing Your International Business: Successful Export Strategies for Manufacturing CEOs

Archived Webinars and Videos Now Available Online

Invest an hour, discover a new market!

June 13, 2006
Cecil Community College
Northeast, MD

*Presented by the Delaware and Maryland Manufacturing
Extension Partnerships and the Baltimore and Philadelphia
U.S. Export Assistance Centers*

Fee: \$75 per attendee

Register: <http://www.demep.org/> or Tel: 410-548-4372

Growth opportunities for manufacturers are increasingly international. Consider that:

- The value of the dollar has declined
- Billions of new consumers in high-growth emerging economies have joined the global economy
- Competition domestically is fiercer than ever

For these reasons and more, global markets are becoming both more attractive and critical to a company's future. In response, CEOs and executives of small and mid-sized manufacturing firms must accelerate their growth in international markets—and this seminar will help you grow your current export business to a new level.

The program is based on compelling new research on the strategic choices of successful exporters. While there are excellent resources already available on export operational issues, this seminar is uniquely focused on CEO level strategic issues and management challenges, such as:

- The commitment and mindset necessary to achieve rapid international growth
- Best practices employed by successful exporters in such areas as planning, management and partner selection
- The strategic advantages that drive export success

You'll gain valuable knowledge from the research and expert speakers, and see actual case examples of companies that are successfully growing globally. In addition, you'll have an opportunity to network with other executives in your area, as well as with professionals from your regional MEP Center and US Export Assistance Center in Baltimore.

Who should attend: A must for CEOs and upper management of manufacturing companies that have some international sales, but want to make strategic choices that accelerate their growth.

Watch 'em in your office, watch 'em at home. Our webinars and video market briefs will take you away- to Vietnam, China, India and more – to evaluate how your company can generate new sales. The U.S. Commercial Service of the Department of Commerce, in cooperation with National Association of Manufacturers, created a Webinar series to introduce profitable new markets to small and medium sized businesses. These "live" webinars are now archived and can be found on our website, www.export.gov.

The following webinars are archived online!

- Selling to Vietnam – 25 Hot Manufacturing Sectors
- Capitalizing on CAFTA-DR
- South Africa – Alive with Opportunities
- Opportunities in China
- Opening Markets in India

The following videos are archived online!

- Israel
- Russia's Regions
- South Africa
- China
- Chile Free Trade Agreement
- Singapore Free Trade Agreement

How do I get access to the archived webinars and videos?

All you need is a computer with Internet access.

Is there a cost to viewing the archived webinars and videos?

No. They are free!

Are questions and answers included in the archived webinar?

Yes, questions and answers are presented toward the end of the program, and you can email your questions to be answered within 24 hours.

In the future, all future webinars will be archived on <http://www.globalspeak.com/html/export-gov/webcasts.asp>.

EU Regulation Outlining 14% Retaliatory Tariffs on Certain U.S. Goods to be Withdrawn

On May 11, the United States Congress voted to repeal the Foreign Sales Corporation (FSC) grandfathering benefits for sales contracts, which was the European Union's primary

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

impetus for initiating retaliatory tariffs reported in last month's newsletter. The Commission will now suspend these additional customs duties. Timing of a repeal is unclear, but if duties are collected beginning May 16, it is our understanding that they will be retroactively refunded once the new regulation is enacted. The Directorate General of Trade posted the following statement to its web site on May 12:

"The European Union has warmly welcomed the repeal by the US Congress of WTO incompatible tax breaks for US companies contained in the Jobs Act. The US has today repealed the tax benefits as part of wider tax legislation. The EU welcomes the constructive work of the USTR's office and Chairman Bill Thomas and Chairman Charles Grassley in removing the measures from US law.

EU Trade Commissioner Peter Mandelson said: "I welcome the constructive line taken by the US, in particular by USTR Rob Portman and USTR-designate Susan Schwab and by Chairman Thomas and Chairman Grassley. This decision also creates a positive atmosphere for the EU-US Summit in June."

The US decision contributes to a positive atmosphere in the EU-US trade relationship to coincide with the transition to incoming USTR Susan Schwab and as the EU and US prepare for the EU-US Summit in June. The EU, which had been authorized by the WTO to enforce retaliatory measures if the tax benefits were not removed, will now withdraw the reintroduction of sanctions foreseen for May 16."

Business Service Provider Spotlight

Locate professional business service providers who can help with everything from translating documents to providing the legal support needed to succeed in the international marketplace.

This month, in the spotlight is the "Accounting and Auditing" category. Visit the entire Business Service Provider at:
<http://www.buyusa.gov/baltimore/bspdirectory.html>

Accounting and Auditing



Shailender K. Gupta, CPA is an accounting, financial services and management consulting firm designed to serve the needs of domestic and international corporations of any size, non-profit organizations, and charities.

Since 1975, we have provided exceptional accounting, audit, management consulting, and legal and business advisory services to our clients. Our mission is to offer innovative

solutions while providing honesty, integrity and superior service to our clients.

We offer all of our clients the same high level of personal attention, and also recognize that no two clients' needs are the same. Therefore, our experts work in partnership with you to design customized strategies that achieve your specific goals.

We serve clients in the medical, banking, petroleum, political campaigns, high-tech, software, legal, export/import, construction, and manufacturing industries.

Whether you are looking for tax planning and preparation, accounting or auditing services, compilation of financial statements, maintenance of books of account, payroll services, estate planning, management consulting, legal and business advisory services, feasibility studies or one of our many other services, you can count on Shailender K. Gupta, CPA to provide the sound financial advice and review every aspect of your situation to help you attain your business objectives.

Contact: Shailender Gupta, President and CEO

7215 Hanover Parkway

Greenbelt, Maryland 20770

Phone: 301-345-7595

Email: guptacpa@att.net

Web: <http://www.guptacpa.com>

If your company also offers business services to Maryland companies actively expanding their international sales, then we invite you to apply to be listed. Doing so will enable you to reach thousands of exporters who visit the Baltimore BuyUSA.gov website.

The benefits of the on-line directory listing include:

- Detailed company/organization description with logo and contact information
- Link to your corporate website
- On-line promotion for one full year
- Linkage to U.S. exporters

For more information and application instructions, please follow this link to the Baltimore U.S. Export Assistance Center website:

<http://www.BuyUSA.gov/baltimore/bspinformation.html>

Market of the Month: Egypt

In recent years, the land of the Pharos and cotton harvesting has been transformed into a major oil and gas producer, a business and manufacturing hub for surrounding countries, and a market thirsty for foreign products.

With a population of 77.5 million people, Egypt's market is by far the largest in the Middle East and North Africa.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center



Egypt's economy has become much more diversified than in the past, not only is it a major oil and gas producer, with natural gas production increasing rapidly, but the clothing and textile sector remains strong and continues to grow as well.

The Egyptian economy has picked up pace under a new, Western-oriented reformist government. The Egyptian pound has been floated, foreign exchange shortages and the black market have been eliminated, and tariffs have been reduced, with a simplified tariff structure introduced with lower tax rates. Egypt has pushed through customs reforms, proposed income and corporate tax reforms, reduced energy subsidies, and privatized enterprises. The financial sector continues to undergo reform. These measures have significantly lowered the market entry barriers for new to market companies.

Best Prospects for U.S. Exporters

Local interest in purchasing American goods has risen steadily as Egyptians' buying power has increased. American companies are successfully competing for major infrastructure projects in Egypt and new sectors, including franchising, have prospered.

The most promising investment sectors in Egypt are oil and gas, power generation and transmission, telecommunications and information-technology, consumer goods, and non-food franchises. All facets of the tourism industry provide increasing opportunities for exporters, including hotel equipment, environmental management services, airport and related infrastructure, U.S. building systems and equipment, and U.S. project management.

[Read more about Egypt's Best Prospects for Exporting](#)

Succeeding in the Egyptian Market

Succeeding in Egypt is the same as succeeding in any market. Knowledge of the market, the competitors, the clientele, and the local laws and regulations is essential. The best way to obtain this knowledge in Egypt is to work with a local partner.

A local partner is also needed because foreign companies cannot bid directly on government tenders; they must act through local agents. Additionally, as the Egyptian market becomes more sophisticated, there is a growing demand for after-sales service, which is more easily provided by a local agent.

The U.S. Commercial Service in Egypt actively assists U.S. companies with partner/distributor/agent searches, identification of [local business service providers](#), [targeted market access and research studies](#) and other business support.

Visit the [U.S. Commercial Service in Egypt website](#) to find more details services provided for this market.

Comprehensive information on doing business in Egypt is available free on-line through the [Egypt Country Commercial Guide](#).

Market Research

Through its expert local commercial specialists, the U.S. Commercial Service in Egypt produces market research aimed at educating U.S. businesses about market sectors, specifically in light of new laws and increased opportunities. Recent market research for Egypt includes Medical Equipment and Supplies, Water Resources Equipment, Educational Services, and Food Processing and Packaging. [Find Egypt's market research at Export.gov](#)

Success Stories



Lucent Technologies Egypt

As part of our mandate to create a level-playing field for U.S. companies in Egypt, the U.S.

Commercial Service staff is dedicated to providing timely and effective U.S. Government advocacy support. Our advocacy assistance is varied and often involve U.S. companies that must compete against overseas companies supported by foreign governments or government-owned corporations. For example, last year, as a result of unrelenting efforts by the U.S. Commercial Service staff in Cairo that included in-depth counseling sessions with company executives, high-level advocacy from the Ambassador and several senior officials in Washington, Lucent Technologies Egypt and its business partner Tele Tech, successfully signed an agreement to install 100,000 wireless CDMA lines for government-owned telecom operator Telecom Egypt. The agreement is worth \$20 million.

Wright Medical Technology

Wright Medical Technology, Inc. is a U.S. manufacturer of orthopedic implants, instruments, and biologics. The company was interested in selling their products to the local medical market and had specific questions regarding payment terms and distributors. A U.S. Commercial Service specialist provided answers to their questions and counseled the company on the local market, provided tailored market research and set meetings with potential distributors for their equipment. They were further advised to have their distributor utilize the USAID-sponsored Commodity Import Program in Egypt, which assists Egyptian companies with financing options for the purchase of U.S. exports. Through the assistance of the Commercial Service, Wright Medical Technology found a distributor for their goods and registered an initial sale of \$568K.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

Upcoming Events in Egypt

- May 20-22 -- World Economic Forum
- June 10-12 -- Global Summit of Women
- June 14-16 -- 5th International Exhibition for Small Enterprises Technology

Trade Events, Workshops, and Seminars

For information on these and other events not listed, or if you would like your event listed, contact the Baltimore USEAC at 410-962-4539.

Domestic

Export Maryland Workshop:

Focus on Rural Companies

June 1, 2006

9:00am to 4:00pm

Salisbury University -- Salisbury, MD

Contact: JWLAYTON@salisbury.edu or Tel: 410-543-6516

Find out how small- and medium-sized companies in rural Maryland are entering new markets faster and more profitably than ever. Learn from Maryland's top export experts from the U.S. Commercial Service, the private sector, and co-organizers BB&T, UTi United States, the Maryland Small Business Development Center, the Salisbury Area Chamber of Commerce, the Maryland Department of Business and Economic Development, and the Maryland Department of Agriculture.

- Evaluate your export potential
- Identify and prioritize foreign markets
- Develop sound market entry strategies
- Build distribution networks
- Navigate export documentation and logistics issues
- Understand export controls
- Make financing options work for you
- Leverage Federal, State, and Local Government export services, grants, and loan guarantees.
- Take advantage of opportunities for agricultural and processed food exports.

Workshop attendees will learn what it takes to compete globally. Course content stresses interactive learning through self-assessment, knowledge provided by executives and experts from the world of international business, and case studies based on experiences of rural Maryland companies.

Full agenda and speaker bios located at
<http://www.buyusa.gov/baltimore/exportmd.html>

Middle East & Africa Business Devt. Conference

June 6, 2006

Philadelphia, PA

Cost: \$150 per person

Contact: Janice Barlow 215-597-6126 or Stephanie

Bernard 215-597-6115. Register online at:

<http://www.buyusa.gov/philadelphia/scoconference.html>

The MidAtlantic's premier network event to expand your Middle East & Africa knowledge, contacts, and profits. Special Guest: Dr. Naser Al Belooshi, Ambassador of Bahrain to the United States. Lunch and Keynote Address by Frank Lavin, former U.S. Ambassador to Singapore and current Under Secretary of Commerce for International Trade. Join the Philadelphia USEAC along with our Senior Commercial Officers from American embassies, consulates and institutes in Middle East & Africa for a full day event in Philadelphia. The conference will include regional sessions where Senior Commercial Officers (SCOs) will provide overviews of trade opportunities, major changes anticipated in the next few years in a country's business environment.

A limited number of conference participants will have the opportunity to present their company to a private panel of U.S. Senior Commercial Officers for immediate feedback on their product/service's market potential & opportunities.

Inter-American Development Bank Business Seminar: Capital Markets and Financial Instruments for Development

June 7, 2006

Washington, D.C.

Cost: \$225

More Info: <http://www.iadb.org/biz>

This event will concentrate on innovative IDB financial instruments to help support access to local capital market financing in Latin America and the Caribbean. This is important information especially for direct issuers, those engaged in advising clients on raising capital, such as banks, accounting firms and law firms, as well as government officials from the Latin American and Caribbean region.

The seminar will cover the following topics: Presentation of case studies by IDB staff, illustrating use of different financial instruments; a discussion of structured transactions from the investment bank, the issuer and the local government perspective; local currency partial credit guarantees from the rating institute's perspective; a discussion of municipal bond issues in local capital markets; business opportunities through IDB projects; the Project Cycle - how projects are initiated and developed.

This is an excellent opportunity to hear experts in the field and learn about specific case-studies of successful IDB Capital Market projects in the region described by IDB specialists as well as guest speakers from rating agencies and financial

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

institutions. In addition, this represents a unique networking opportunity with Bank staff involved in projects and representatives from other firms and institutions attending the seminar. Currently, the IDB project pipeline includes \$1.6 billion earmarked for energy projects, \$3.3 billion for transportation projects, \$1.1 billion for sanitation projects; \$568 million for environment and natural disaster projects; and \$1.6 billion for urban development projects.

Growing Your International Business: Successful Export Strategies for Manufacturing CEOs

June 13, 2006

Cecil Community College - Northeast, MD

Cost: \$75 per attendee

Contact: <http://www.demep.org/> or Tel: 410-548-4372

Presented by the Delaware and Maryland Manufacturing Extension Partnerships and the Baltimore and Philadelphia U.S. Export Assistance Centers

The program is based on compelling new research on the strategic choices of successful exporters. While there are excellent resources already available on export operational issues, this seminar is uniquely focused on CEO level strategic issues and management challenges, such as the commitment and mindset necessary to achieve rapid international growth; best practices employed by successful exporters in such areas as planning, management and partner selection; the strategic advantages that drive export success.

You'll gain valuable knowledge from the research and expert speakers, and see actual case examples of companies that are successfully growing globally. In addition, you'll have an opportunity to network with other executives in your area, as well as with professionals from your regional MEP Center and US Export Assistance Center in Baltimore.

U.S. Export Licensing & Control Regulations Seminar on Aircraft/Parts and Related Technology Transfer

June 28-29, 2006

Ledyard, Connecticut

Cost: \$375

More Info: <http://www.thinkglobal.net/dec>

This two-day seminar will focus solely on U.S. export licensing and control regulations pertaining to aircraft/parts and related technology transfer. The seminar will include procedures and developments from the U.S. Dept. of Commerce's Bureau of Industry and Security, the U.S. Dept. of State's Office of Defense Trade Controls, and the U.S. Dept. of Defense, Defense Technology Security Administration regarding licensing procedures. Instructors for this course will be senior officers and technical program specialists from each of these agencies in Washington D.C.

Registration fee: \$375 per person, payable in advance online. This fee includes: all course materials; breakfast; lunch and refreshments for each day. For more information, see <http://www.thinkglobal.net/dec>

International

Exposalud 2006

June 15-17, 2006

Santiago, Chile

For further information visit: www.exposalud.cl

Contact: Jeanne Townsend, Jeanne.Townsend@mail.doc.gov

Exhibition is targeted to suppliers of technology, machinery, equipment, products and services for the health professionals, government agencies, scientific societies, guild associations, clinics, hospitals, universities, research centers, publications, support services to the healthcare sector, health engineering, rehabilitation centers, homecare and hospital care.

This fair brings together doctors, surgeons, nurses, paramedics, dentists, laboratory technicians, health managers, hospital clerks, public sector officials, academics and medicine students. Among products exhibited there will be medical instruments and equipment including diagnosis, therapeutics, rehabilitation and institutional products; for patient comfort products, nursing, medications and nutritional supplies. During Exposalud 2006 a variety of scientific and cultural activities will take place.

Trade Mission To Panama

June 21-23, 2006

Cost: \$1,750*

Registration Deadline: May 31, 2006

Payment Deadline: June 9, 2006

More Info.:

<http://www.buyusa.gov/tradeamericas/panama.html>

*COST INCLUDES THREE NIGHTS HOTEL, ALL GROUND TRANSPORTATION, AND MEALS.

Take advantage of this unique opportunity to sell to multiple Latin American markets via the world's second largest Free Trade Zone and an integrated logistics center. Almost 12 billion dollars of imports and exports move through the Colón Free Zone (CFZ), more than that of many countries. 1600 companies are located in the CFZ, with over 24,000 employees, it is virtually a city within itself.

More than half of all the CFZ's businesses are "Traders" – they import a variety of products into the CFZ, and then they sell them throughout Latin America via their distributor networks. About 20 percent of the CFZ's imports currently come from the United States.

Typically consumer oriented products are in demand, including the following items: apparel/lingerie, pharmaceutical products, consumer electronics (phones,

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

computer media, appliances, etc.), footwear, cosmetics & perfumes, watches, alcoholic beverages, jewelry, bed & table covers, housewares & decorations, school supplies, hardware, accessories for women (handbags, sun glasses, etc.), and childrens' products.

Study USA 2006 Fair

June 21, 22, and 25, 2006

Tel Aviv Fairground, Israel

For more information visit:

<http://www.buyusa.gov/israel/en/studyusa.html>

Contact: CS Alan Wielunski, alan.wielunski@mail.doc.gov

The U.S. Commercial Service at the American Embassy in Israel is organizing a "Study USA" Fair this coming June 21, 22 and 25, 2006 at the Tel Aviv Fairgrounds. The event is being organized in conjunction with the Israel Studies Exhibition, which attracts a captive audience of 28,000 prospective students!

Did you know that there are more students studying in the United States from Israel than any other country in the Middle East – more than the UAE and Egypt! Israeli students represent a distinct opportunity for accredited American post-secondary educational institutions. In 2004-5 there were 3,500 Israeli students studying in the United States and in 2005 more than 25,000 Israelis requested information about studying in the United States.

SPORTING GOODS ISPO - Summer 2006

July 16-18, 2006

Munich, Germany

Contact: Amanda Ayvaz, Amanda.Ayvaz@mail.doc.gov or 202-482-0338 and Bernd Kietz, Bernd.Kietz@mail.doc.gov

For more information, visit: <http://www.ispo.com>

The U.S. Department of Commerce's Office of Consumer Goods, in conjunction with the U.S. Commercial Service in Munich, Germany, will sponsor a U.S. Product Literature/Sample Center at the ISPO Summer 2006 trade show, July 16-18, 2006, in Munich.

ISPO, as Europe's leading sporting goods show, is an excellent venue in which to pursue expanding your sporting goods business internationally, and the Commerce Department's Product Center is the right place within ISPO to gain high-quality, low-cost exposure for your American-made products.

ISPO's major product categories include all kinds of sporting equipment, apparel, accessories, and other sports-related products. The trade show's visitors consist of retail and wholesale sporting goods buyers from all over the world. U.S. sporting goods companies interested in gaining valuable exposure in Europe will not want to miss this opportunity. Foreign sales opportunities for U.S. sporting goods companies have been expanding, with U.S. sports equipment exports growing 5 percent in 2005 over the same period in 2004. ISPO, held annually, is an event with over 1,200 exhibitors with 2,500 name brand products and attracts more than 20,000

trade visitors. It has become recognized as a key event that fuels Europe's sporting goods market.

Germany is Europe's largest sporting goods equipment market and a very sports-minded country. There are no fewer than 86,000 clubs, with 26 million members, associated with the "Deutscher Sportbund" (German Sports Federation). It is through the programs of these clubs, rather than school programs as in the United States, that the nation's elite athletes rise to the top.

U.S. Commercial Service Programs At The Farnborough International Airshow

July 17-23, 2006

Farnborough, United Kingdom

More Info:

http://www.buyusa.gov/uk/en/farnborough_2006.html

Exhibiting at or Visiting the Farnborough Airshow? The U.S. Commercial Service can support and complement your business development activities at the show! These programs include new, customized services for exhibitors and visitors to the show, and provide several options for U.S. aerospace companies.

Agriculture Trade Mission to Kazakhstan

July 23-28, 2006

Astana and Almaty, Kazakhstan

Cost: USDA funds all in-country costs for SMEs !!!

Contact: Charles Raether at charles.raether@mail.doc.gov

--Meet with Kazakhstani government officials interested in promoting US agribusiness investment and trade
--Conduct one-on-one meetings with local companies interested in doing business with US agribusiness firms
--Receive briefings and overviews of the macroeconomic situation, regulatory and investment climate, profiles of major sectors

The U.S. Department's of Commerce BISNIS program is assisting the USDA in screening and selecting potential candidate companies for the mission. The trip is open to all agribusiness companies broadly defined: thus, this includes not only agribusiness field and processing equipment but also more "downstream" companies such as food processors, packaging, etc.

Approximately 10 SME's will be chosen for the mission. If you are seriously interested in possibly participating in the mission, please email Charles Raether of BISNIS (charles.raether@mail.doc.gov) with a brief (1-2 paragraphs) summary of your company's business as well as your interest in the Kazakh market (regardless of whether you currently are active there or are considering expanding to that market). Final selection of participants will be made by USDA at their sole discretion.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

Access Eastern Mediterranean (AEM) Program

To be launched on September 1, 2006

Egypt, Israel, Jordan, Lebanon, Morocco, Turkey and West Bank

For more details visit:

<http://www.buyusa.gov/easternmed/ict06.html>

The U.S. Commercial Service at the American Embassies wants to U.S. ICT companies to participate in the Access Eastern Mediterranean (AEM) program. The AEM is a good tool to explore sales opportunities in seven markets. Online registration is currently available.

12th Annual AAAE/IAAE Central Europe/U.S. Airport Issues Conference

October 24-26, 2006

Dubrovnik, Croatia

More Info:

<http://www.buyusa.gov/austria/en/airportconference.html>

Cosponsored by the U.S. Commercial Service and the U.S. Trade and Development Agency. This year's conference offers you the unique opportunity to hear first-hand about priority airport modernization and expansion projects, with financing approved, at tier two airports throughout this fascinating region! Selected projects will be presented in detail to conference participants by representatives of the implementing agencies. After the presentations, one on one meetings between U.S. supplier companies and the project implementing agencies are planned.

Alexander Amdur

Commercial Officer

Architectural/Engineering Services,
Building Products & Equip., Energy,
Agriculture & Food Products

Bill Burwell

Director

Services, General Manufacturing &
Financial Services

Jolanta Coffey

International Trade Specialist

Travel and Tourism &
Environmental Technology

Deborah Conrad

Senior International Credit Officer

U.S. Small Business Administration
Trade Finance

Bryan Larson

Commercial Officer

Information Technology,
Telecommunications &
Education and Training Services

Kimberly Robinson

Trade Reference Assistant

General Information & Special
Projects

Jeanne Townsend

*Senior International Trade
Specialist*

Healthcare Technologies,
Biotechnology & Sporting Goods

Mathew Woodlee

International Trade Specialist

Safety and Security &
Aerospace and Defense

Call us Today! 410-962-4539

<http://www.buyusa.gov/baltimore>